

mpdm-connor.nolan-johannes.treutler--harumi-1							
Chat Filters		<input checked="" type="checkbox"/> Events	<input checked="" type="checkbox"/> History	<input checked="" type="checkbox"/> Disclaimers			
	Participant	Entity	Login	Email			
<input checked="" type="checkbox"/>	Harumi Urata-Thompson	Celsius	UTNCMP49G	harumi@celsius.network	12	0	▲
<input checked="" type="checkbox"/>	Johannes Treutler	Celsius	UP9BC1BR6	johannes.treutler@celsius.network	16	0	▼
<input checked="" type="checkbox"/>	Connor Nolan	Celsius	U010ZEZPF52	connor.nolan@celsius.network	1	0	
 Johannes Treutler					2020-12-31 01:54:03.017 AM		
@Harumi Urata-Thompson The target that CEL underperforms BTC & ETH was achieved .. but the target to sell a lot on exchanges was only achievable during last nights overperformance of CEL against BTC & ETH ...							
 Johannes Treutler					2020-12-31 01:59:16.023 AM		
I just asked Connor to add buy orders again to maintain stability ... I don't want to go too much into details but dropping CEL prices especially against ETH & BTC hurt our OTC sales a lot .. and as you know we have currently a shit ton of deals pending ... We risk to lose \$2-3M OTC sales if we are not willing to spend \$100-200k to stop the price drop at this level							
 Johannes Treutler					2020-12-31 01:59:47.023 AM		
FYI the last 48 hours we did >150 OTC trades and have proceeds of net \$7M							
 Harumi Urata-Thompson					2020-12-31 02:00:44.023 AM		
Thank you for the update.							
 Connor Nolan					2020-12-31 02:01:07.027 AM		
I added these :)							
 Harumi Urata-Thompson					2020-12-31 02:05:03.030 AM		
I just was afraid when I went to the gym in the morning and the market was where it was and we just talked about the strategy of how to go about to delicately place the sell order. Plus it looks like fractal will be able to address our most immediate needs as soon as mid-end of January. But didn't have the chance to show it yet and I was just afraid that Alex was just going to "jump" it. And he did. Just yesterday during EXCO while he was attacking me in front of everyone (Leo to Cel to cash management to everything else that you can think of that one can achieve while 10+ people are presenting during 1.5 hours. And repeatedly. He even hijacked unrelated subject time to attack me) and I told everyone that I will work out a "reverse strategy" with the team but pendulum takes a little extra time to swing. He does this. I knew he was going to and it just happened							
 Harumi Urata-Thompson					2020-12-31 02:05:21.030 AM		
Some days I really really hate everything							
 Harumi Urata-Thompson					2020-12-31 02:05:55.033 AM		
Thank you for placing the order and thank you for the update Johannes							
 Harumi Urata-Thompson					2020-12-31 02:06:45.033 AM		
To make the matters worse looks like Aliza and Patrick decided to lay down all the problems the CEL has and put that into email. I am pretty sure I will have to go through this all over again tomorrow							
 Harumi Urata-Thompson					2020-12-31 02:06:58.033 AM		
(At least minus Alex sell, hopefully)							
 Harumi Urata-Thompson					2020-12-31 02:08:11.037 AM		
When someone says "let me work out the strategy, need one day" why can't everyone wait one day? And I said pendulum swings hard 3 times during exco at least							
 Harumi Urata-Thompson					2020-12-31 10:22:42.003 AM		
One question to you guys. After the market went down did you see much activities in the market, like uniswap or liquid? Did you see anyone buying cels?							
 Johannes Treutler					2020-12-31 10:27:24.003 AM		
Good morning. Excuse me that I did not reply yesterday.							
 Johannes Treutler					2020-12-31 10:27:42.003 AM		
Since Cel started underperform BTC & ETH:							
 Johannes Treutler					2020-12-31 10:27:53.003 AM		
-40% Trading Volume							
 Johannes Treutler					2020-12-31 10:28:07.003 AM		
Less buyers & more seller on exchanges							

Johannes Treutler	2020-12-31 10:28:43.007 AM
new OTC buy requests -75% new OTC sell requests +100%	
Johannes Treutler	2020-12-31 10:30:14.007 AM
Roundabout \$4.5M of the \$13M OTC sales we did the last 48 hours reached out again to see if they can either get a lower deal price or reduce the size of the order or walk away for now	
Johannes Treutler	2020-12-31 10:31:21.010 AM
The above sounds like a big shit show - but that's somehow fine for a -10 to -15% underperformance after a 2 week long over performance	
Johannes Treutler	2020-12-31 10:32:14.010 AM
... how do you feel about it?	
Johannes Treutler	2020-12-31 10:34:39.013 AM
We will be back to normality in 1-2 days if CEL stays stable against BTC & ETH ..	
Johannes Treutler	2020-12-31 10:35:33.013 AM
Also it's a bit of a Special situation as we have end of year and some people need to sell for tax reasons :man-shrugging::skin-tone-4:	
Harumi Urata-Thompson	2020-12-31 10:35:45.017 AM
In all fairness I feel a bit better that we didn't keep going up. But that's market. And the buy sell balance gives me a good stats for me to base my discussion off of	
Johannes Treutler	2020-12-31 10:38:15.017 AM
Yeah TBH I love price corrections as long as they stay in a healthy range. These sideways periods build bottoms for future price increases and are super important	
Johannes Treutler	2020-12-31 10:39:05.017 AM
The first 24 hours after the end of a price rally are always a bit tricky, so the OTC desk for example behaved as expected ..	
Harumi Urata-Thompson	2020-12-31 10:44:48.017 AM
Super great stats though. Thank you	
Johannes Treutler	2020-12-31 10:45:22.020 AM
It's all about mining the numbers 😊	
Harumi Urata-Thompson	2020-12-31 10:59:14.020 AM
Yes correct !	
Harumi Urata-Thompson	2020-12-31 05:04:51.003 PM
we can have another call (more so that it is a bit easier to update you) but I told Alex AND Daniel about everything that we have planned on CELs and stats and still Alex would have none of it. All he wanted to say was bring down the buy back level much lower than where we currently have. the slight upside was that he is not in rush to do the selling side	